Forecast → Richard Larsen

Budget for Int'l

Duty free of military comes from an insensitive source

Samoa
Guam
Puerto Rico – Pricing
V. I.

3.7 billion units
Credit Terms

Duty free (Navy ships)

(in Richmond)
Bill Goodman → P. Dodd
→ D. Regal

- each group sends in forecast
  - MTRD-Int'l does a production forecast
    will continue to send to us
    military will all be one

Military – Asia
European Common Mkt

Int'l will continue to forecast

what about shipments to Panama-

2042077881

Source: https://www.industrydocuments.ucsf.edu/docs/lknn0004

- Memo to Frank Resnik re continue to report on export sales.

- Production is where always U.S. productions

Codes

L&M products - mfg + sold to possessions NOT TO MILITARY

- Price increases similar to U.S. military price increases ($2 a year.

- #3147 - ON pricing breaks - Shanon

B&W brand come in possession's only ~~NA~~ ~~Both~~ military

RJR has an 80 share in Puerto Rico.

2042077882

Source: https://www.industrydocuments.ucsf.edu/docs/lknn0004

Skip & Bruce Combs
Bornheimer

Bob Eck - Trademark

U.S. Possessions
1 Guam } Asia Region
1 P.R. } - 1 month
S(6) see V.I. } latin America
Ramone Salome

1 American Samoa - Australia Region
possibly ? military

- Management of accounts will stay int'l because they call on other accounts
- Volume Responsibility

What about U.S. Trust areas in Pacific

--- possibly weekly & mthly but no daily ---

(Miss

check Frank Williams on how to segregate
- 012 codes by brand
001AA
maybe change code structure for Billing system

2042077883

Source: https://www.industrydocuments.ucsf.edu/docs/lknn0004

- 1957 data available By packing by customer
  Tape ~~or NOT available~~ hard copy pricing
- Promotions
  By four get one free - yes
- IMPO's may or may NOT follow domestic galleries
- Credit policy
- Case Size 6, 12
- Export Military is the same as Total US.
- Packings are still the same as abroad
- Redefine regions on the - see Don Jennings
- Customers that sell to both Domestic & Export -

2042077884

Source: https://www.industrydocuments.ucsf.edu/docs/lknn0004

- Rick Wilhelm / Germany
  Knowledgeable in Military Int'l Sales
- Price & Timing lag the Domestic USA

11-13-87

Larry Glemser

Do you have Intl Data ----- military Liz A

2042077885

Source: https://www.industrydocuments.ucsf.edu/docs/lknn0004